



Where energy meets innovation.

# Supplier Diversity:

Our Continuing  
Commitment



EQT Plaza  
625 Liberty Avenue  
Suite 1700  
Pittsburgh, PA 15222-3111  
(412) 553-5700

[www.eqt.com](http://www.eqt.com)

**For over 120 years:  
energized by imagination,  
and driven to succeed.**



Founded in 1888, EQT drilled the first commercial natural gas well just outside Pittsburgh, Pennsylvania. Today, EQT is the 14th largest natural gas producer in the United States, with more than 3 trillion cubic feet of natural gas reserves.

EQT is recognized as an innovator in the natural gas production industry, and the first to adapt highly-efficient dry horizontal drilling techniques for use in the gas-rich Appalachian Basin. Our growth and success are nationally recognized, as evidenced by our listing in the S&P 500 Index and *BusinessWeek's* Top 50 Companies in the U.S.

EQT's ongoing commitment to supplier diversity is one of the most important ingredients in our formula for growth.

## **Quality suppliers: always in demand.**

Being the largest natural gas production company in the Appalachian Basin means we are constantly looking for suppliers who can deliver the quality products and services we need, on-time and on-budget.

Quality suppliers of all kinds are a vital link in optimizing supply chain efficiency and controlling costs – and therefore critical to EQT's success. We strive to build relationships with suppliers who, through their diversity, can both help us support the communities where we operate and strengthen us as a company.

## **Our 5-on-4 strategy.**

Our supplier diversity effort has four sustainable objectives that, in turn, feed five major opportunities for suppliers.

- ▶ To identify new suppliers who can deliver innovation and increase value
- ▶ To award business opportunities to diverse suppliers
- ▶ To build awareness of diversity initiatives within EQT; and awareness of EQT among diverse suppliers



- ▶ To develop innovative processes that support and develop diverse suppliers who can enhance our position with key stakeholders and current and prospective customers

Five major **EQT opportunity areas** for diverse suppliers:

### **Drilling & Production**

Our EQT Production business unit hires drilling, completion, pumping and gas field service providers, and purchase horizontal and vertical drilling tools, wellhead equipment, and more.

### **Pipeline Construction**

EQT's Midstream and Distribution business units work with contractors for construction and inspection services for pipeline, gathering and transmission systems.

### **Pipe & Materials**

EQT's drilling, gathering, transmission and distribution processes call for material suppliers and specialty manufacturers of down hole casing and line pipe, along with valves and fittings.

### **Compression**

The company's Midstream operation engages construction firms to build compression and processing facilities, and purchases the compressor packages and equipment used in construction and maintenance of these facilities, along with measurement equipment and services.

### **Facilities & Central Purchases**

From office furniture to high-tech, EQT purchases a wide range of supplies, equipment and services that help facilitate efficient and fast-moving operations at all our sites.

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## Diversity defined.

We define a “diverse business” as one that meets one or more of the following criteria:

- ▶ **Minority Business Enterprise (MBE).** For-profit company, at least 51% owned and controlled by Asian-Americans, African-Americans, Hispanic-Americans or Native Americans.
- ▶ **Woman Business Enterprise (WBE).** Independent business, at least 51% owned and controlled by one or more women.
- ▶ **Service Disabled Veteran Owned Small Business (SDVOSB).** At least 51% owned and controlled by one or more service-disabled veterans.



## Resources and registration.

EQT is an active member of resource organizations in Pennsylvania, Virginia, West Virginia and Kentucky. We encourage diverse suppliers to register with organizations such as:

### Pennsylvania

- ▶ Western Pennsylvania Minority Supplier Development Council ([www.prmipc.org](http://www.prmipc.org));
- ▶ African American Chamber of Commerce of Western Pennsylvania ([www.aaccwp.com](http://www.aaccwp.com));
- ▶ Women’s Business Enterprise Council - PA, DE, SNJ ([www.wbecouncil.org](http://www.wbecouncil.org))

### Virginia/West Virginia

- ▶ Virginia Minority Supplier Development Council ([www.vmsdc.org](http://www.vmsdc.org))
- ▶ Women Presidents’ Educational Organization - DC ([www.wpeo.us](http://www.wpeo.us))

### Kentucky

- ▶ Kentuckiana Minority Business Council ([www.kmbc.biz](http://www.kmbc.biz))

## Want to know more?

To find out more about EQT’s commitment to supplier diversity, go to [www.eqt.com](http://www.eqt.com) or call 412-395-5530.